



UPDATE

Q4 2022 & FULL YEAR 2022

February 2, 2023

PERFORMANCE SUMMARY

Q4 2022 & FULL YEAR 2022

- Record Gross Profit and EBITDA in the quarter leading 2022 to finish ahead of expectations.
- Continue supporting our Ukrainian staff and charities; total of €700k contribution has been made in 2022.
- Maintained strong growth and had record Gross Profit in all business segments.
- Good cash flow maintained, with balance of €24.1m at period end.
- Biggest acquisition in the company history with Leapbit; plus, investment into the gaming studio, Jelly Entertainment.



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- Won Hungarian Lottery public tender and signed before the year-end. 2nd biggest win (in terms of deal value) in company history.
- Live with first U.S. customer BetMGM; obtained licensing in Michigan, third U.S. state after West Virginia and New Jersey.
- Diversified the client portfolio with deals from Africa and LATAM.
- Launched bet-at-home.com post-period.





Everything is possible.



FINANCIAL HIGHLIGHTS

Q4 2022 & FULL YEAR 2022

FINANCIAL HIGHLIGHTS – FULL YEAR 2022

BEST PERFORMANCE IN COMPANY HISTORY

Revenue

€127m

+47% Y/Y

Gross Profit

€65m

+26% Y/Y

EBITDA

€23.3m

+23% Y/Y

EBITDA margin⁽¹⁾

36%

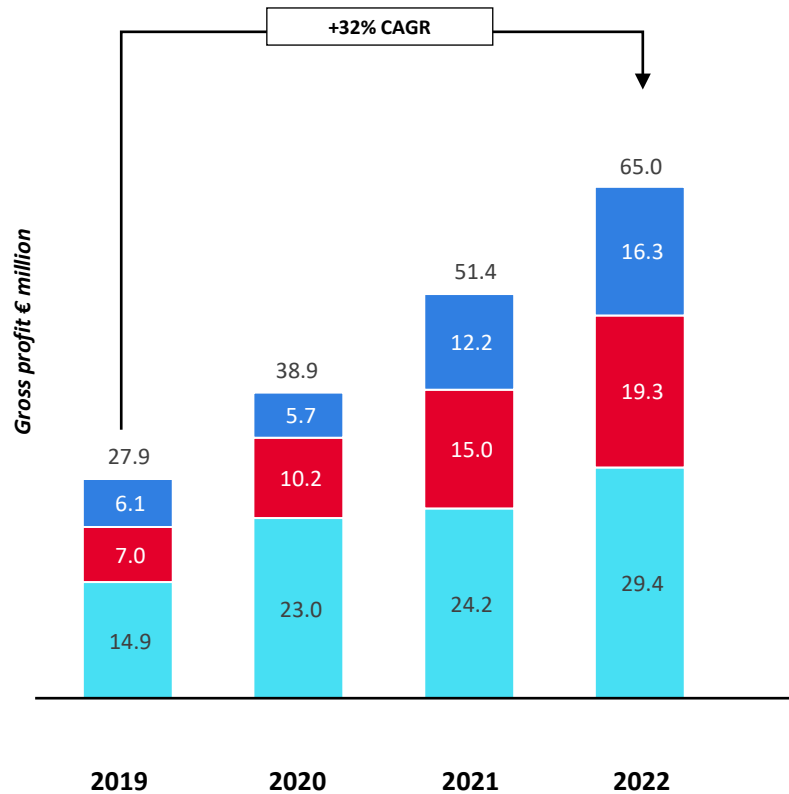
Net Cash

€24.1m

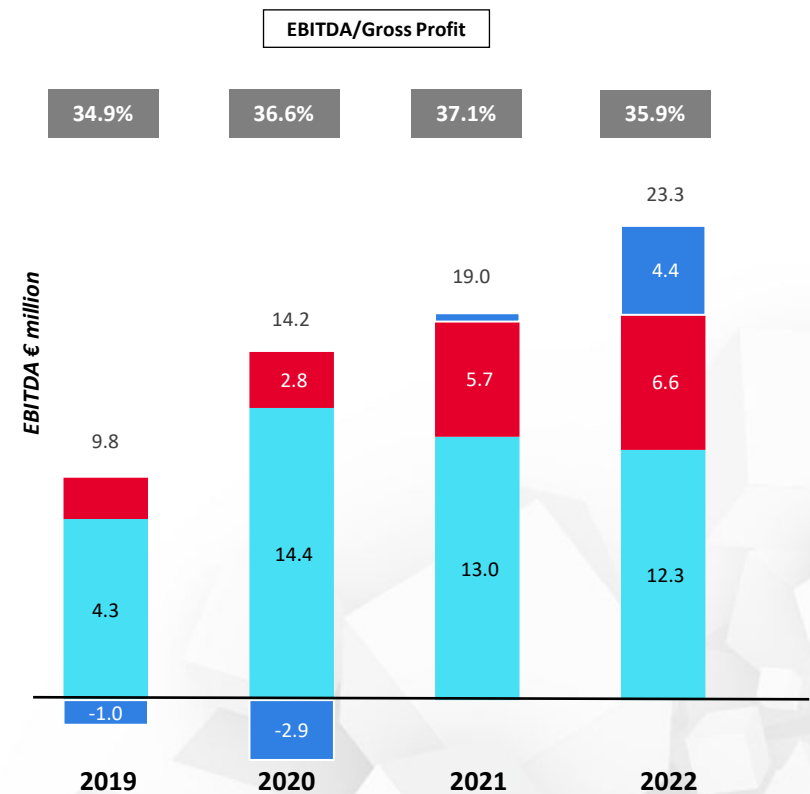
ATTRACTIVE FINANCIAL PROFILE

PROGRESS OVER THE YEARS

Impressive growth in gross profit driven by all segments^(a)



EBITDA development highlighting scalability^(a)



Casino Sports Platform

FINANCIAL HIGHLIGHTS – Q4 2022

VERY STRONG GROWTH IN GROSS PROFIT AND EBITDA

Revenue

€39.5m

+66% Y/Y

Gross Profit

€19.4m

+39% Y/Y

EBITDA

€6.9m

+81% Y/Y

EBITDA margin⁽¹⁾

36%

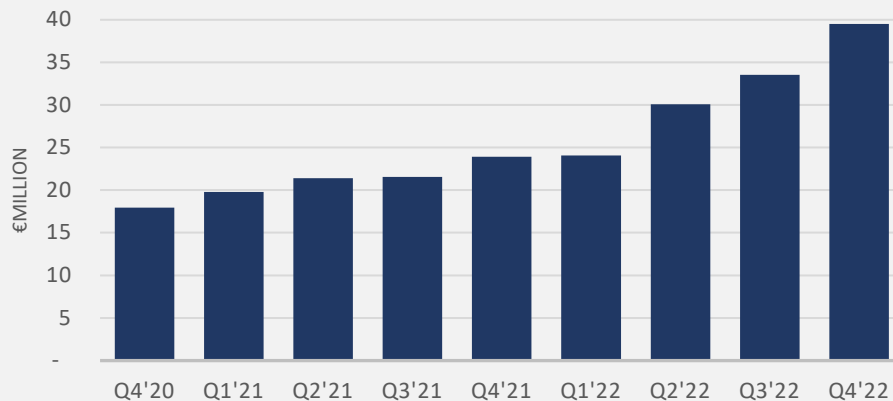
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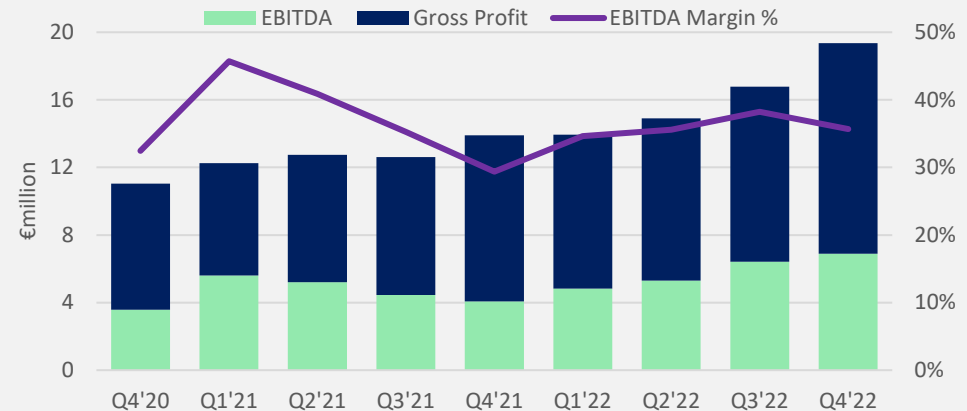
GROUP FINANCIAL DEVELOPMENT

STRONG RESULTS ACROSS THE GROUP

Consolidated Revenue Q4 2020-Q4 2022



Consolidated Gross Profit, EBITDA, EBITDA Margin %



- Gross Profit is the best reflection of the underlying performance of the Group.
- Gross Profit increased by 39% Y/Y in Q4 2022 to €19.4 million (13.9) with 3-year CAGR of 40%.
- EBITDA increased to €6.9 million (3.8). Reinvesting positive cash flow into future growth.
- Continued investments into U.S. expansion and the games business during the period.
- The EBITDA/Gross Profit margin was 36%, small drop due to additional year-end expenses.

GROUP GROSS PROFIT DEVELOPMENT

RoW AND GERMANY



- EveryMatrix is now lapping the full Germany effect on a quarterly basis and the strong comparable figures reflect the core business' continuous growth. For Full Year the YOY growth still is not fully comparable.
- For the Group, Gross Profit from rest of world increased by 43% y/y and by 113% between Q4 2020 and Q4 2022.
- This strong development is a result of the Company's product diversification and broad client base.



Everything is possible.

OPERATIONAL HIGHLIGHTS

Q4 2022 & FULL YEAR 2022

KEY EVENTS – FULL YEAR 2022

NEW PRODUCTS, CLIENTS, LAUNCHES, INTEGRATIONS, AND CERTIFICATIONS

● HQ ● CASINO ● SPORTS ● PLATFORM

Record quarter in client traffic and finished 2022 with +€1b GGR in Casino and +€100m GGR in Sports

First client live with new PAM

Best year in sales, 149 new deals with over €25m Deal Value*: 14 Turnkey, 18 Tier-1, and 7 U.S. deals

Added Retail Solution to Sports Product line

Landmark launch with Morocco state lottery, MDJS

Veikkaus public Tender for Online Casino Games

Signed with Bet-at-Home for a turnkey deal with sports offering as the key component

Launched first client in U.S. with own gaming content and obtained license in 3 states

Over 50m payment transactions have been successfully processed

KEY EVENTS – Q4 2022

NEW PRODUCTS, CLIENTS, LAUNCHES, INTEGRATIONS, AND CERTIFICATIONS

● HQ ● CASINO ● SPORTS ● PLATFORM

CasinoEngine deal with Kingmakers, leading operator in Nigeria

Won Hungarian National Lottery public tender for turnkey online solution with sports

14 New affiliate platform deals signed in the quarter

6 Turnkey clients were launched in Q4 2022

Turnkey deal with omnichannel sports betting in LATAM

License approved to distribute iGaming content in state of Michigan via CasinoEngine

Big success in Christmas-themed game from Armadillo Studios

7 New payment integrations in Q4 2022

SIGNIFICANT DEAL BEFORE THE YEAR-END

AWARDED THE HUNGARIAN LOTTERY TENDER



SZERENCSEJÁTÉK ZRT.

- The Hungarian national lottery company, Szerencsejáték Privately Held Company Limited, becomes EveryMatrix's sixth global lottery client and coincides with the launch of the country's online sports betting regulation.
- Designed to create the ultimate online sports betting experience in the newly regulated market, the multi-year agreement was awarded to EveryMatrix after a 15-month competitive procurement process with more than 25 bidders.
- EveryMatrix technology will transform the Hungarian national lottery company and its TippmixPro brand's digital sports betting offering by integrating its OddsMatrix sportsbook platform and data feeds ensuring maximum productivity, stability, and scalability.
- In addition, EveryMatrix will provide a full range of solutions and services across player account management; virtual sports; bonusing, acquisition, retention, and reactivation; payments and affiliate management.



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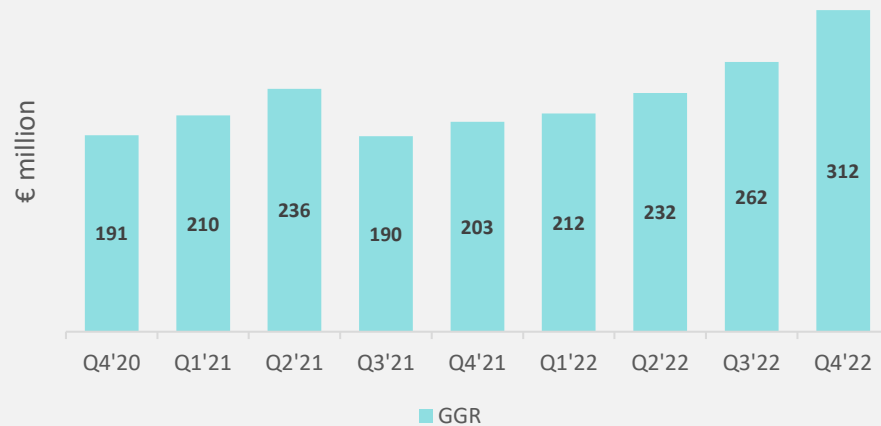
OPERATING REVIEW

Q4 2022 & FULL YEAR 2022

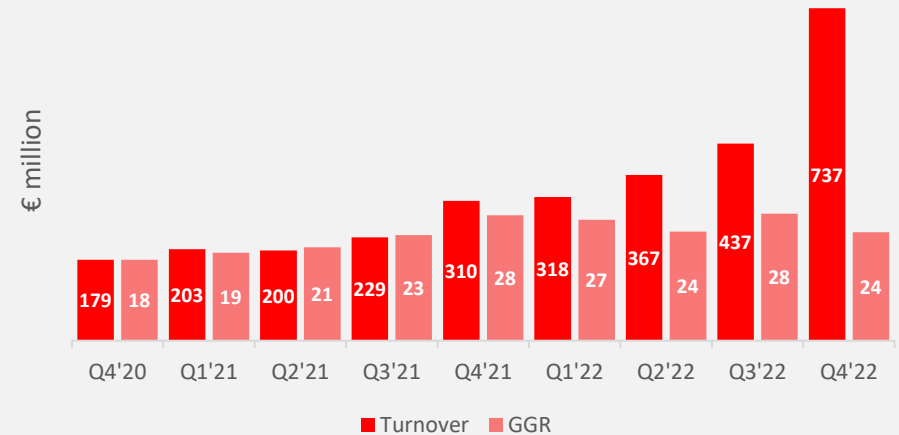
GROSS GAMING REVENUE (GGR) DEVELOPMENT

EVERYMATRIX'S OPERATORS

Quarterly Casino GGR Q4 2020-Q4 2022



Quarterly Sports Turnover & GGR Q4 2020-Q4 2022

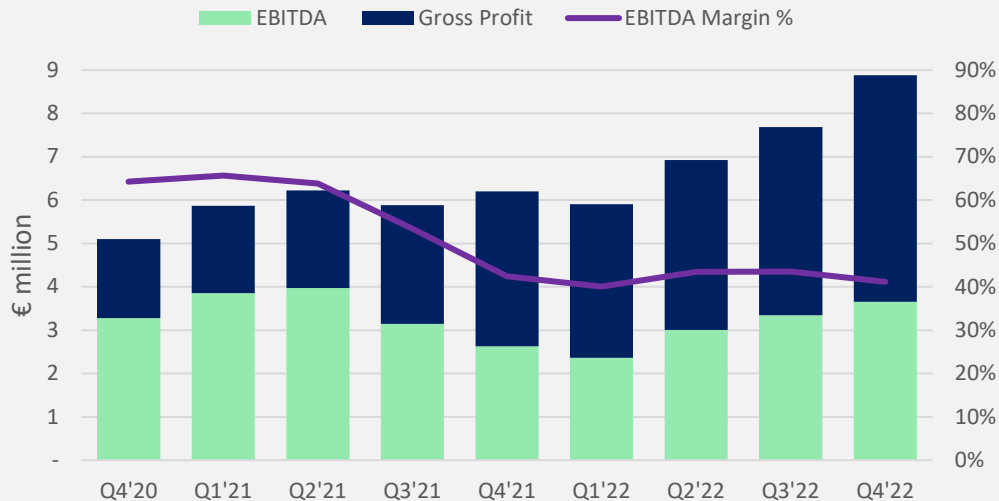


- EveryMatrix's operators' GGR comes from both Casino and Sports gaming.
- The impact from the regulatory changes in Germany is now fully recovered with the rapid growth from rest of the world. It was a record quarter for Casino in GGR, first quarter above EUR 100m GGR per month!
- Sports GGR continue to be influenced by the heavy odds promotion from the biggest client but reached yet another record in turnover. We are very happy with seeing turnover more than double YoY.

CASINO

YET ANOTHER RECORD IN GROSS PROFIT

Casino Gross Profit, EBITDA and EBITDA Margin %



- Another quarter with record Gross Profit with €8.9m, 43% YoY growth.
- EBITDA margin stabilized after changes in the organization.
- With the commercial team growing both in capacity and experience, Casino segment expects the growth continue to be very strong in 2023.
- Received MGA license for JackpotEngine post-period.



Fully-featured casino platform solution



Wide range of bonus features across all content vendors



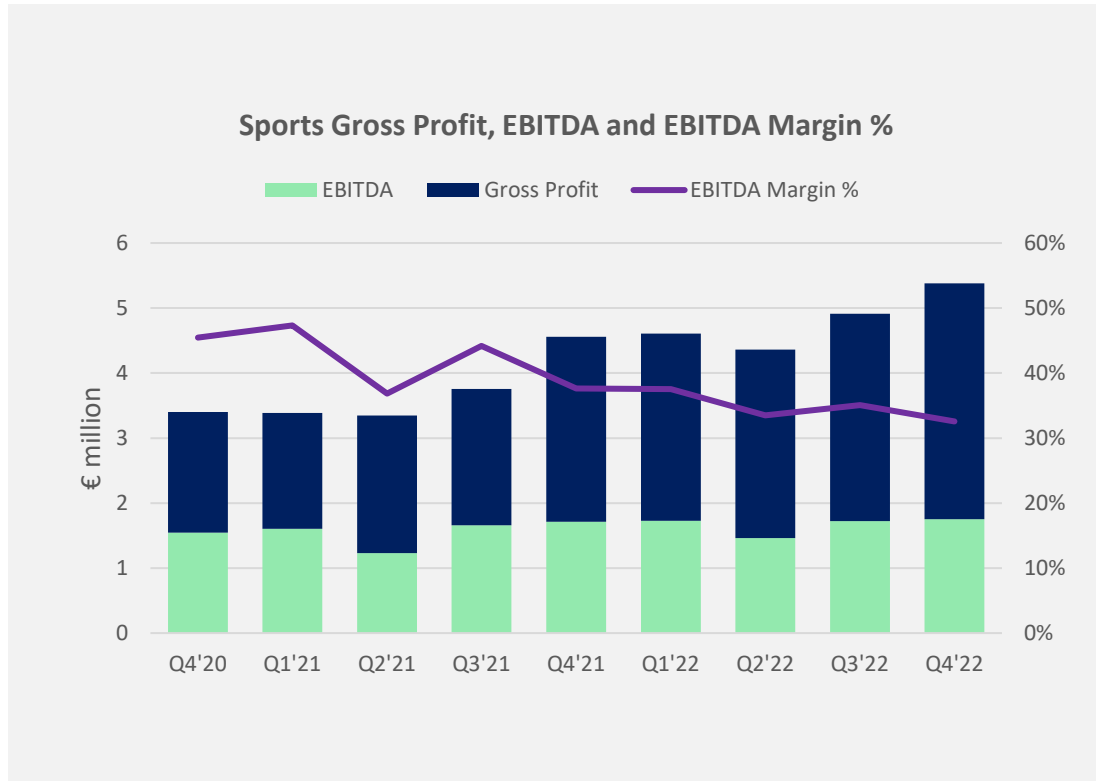
Enables building jackpots across all content vendors



Own games alongside other studios on RGS and 100+ additional studios

SPORTS

STRONG YOY GROWTH



- Gross Profit for Q4 2022 was up 18% compared with the same period last year.
- 2022 finished with €19.3m Gross Profit, 28% YoY growth.
- Biggest deals in 2022, Bet-at-Home and Szerencsejáték ZRT, are both sports betting focused. A big jump in revenues are expected in the Sports segment following the launch of these clients.

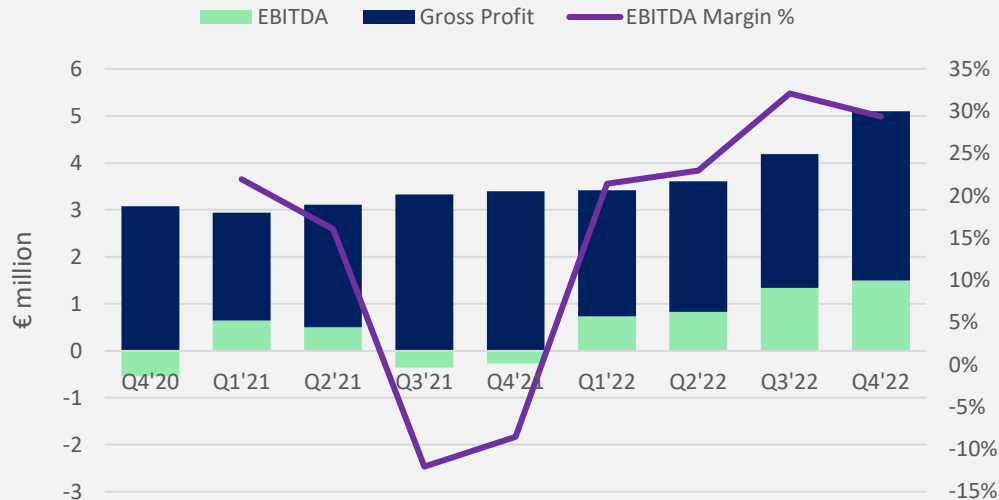


Fully Managed Sportsbook and real-time betting Data Feeds and APIs

PLATFORM

STRONG GROWTH LEADING TO PROFITABILITY

Platform Gross Profit, EBITDA and EBITDA Margin %



- Gross Profit for Q4 2022 increased by 63% compared with the same period 2021.
- Record contribution to EBITDA with €1.5m.
- Platform continues to support Casino and Sports contracts while getting an increasing share of the revenue.



Gaming and Player Account Management Platform (PAM)



80+ payment partners, giving access to 300+ payment solutions



Reporting and Business Intelligence across all EveryMatrix products



B2B Affiliate System platform for operators to reward affiliates

CORPORATE AFFAIRS

EMPLOYEE MATTERS



- Number of employees has increased from 684 in 2021 to 698 in 2022
- Only 2% increase in 2022 (vs 30% in 2021) with successful cost control
- 29 nationalities among workforce with 68% men and 32% women

- Group CFO departing post-period; new CFO is going to start 1st of May 2023.
- Head of HR departed in Q4 2022, new Head of HR expected to start in March 2023.
- Affiliate Platform CEO departed in Q4 2022; position is currently open.

CORPORATE AFFAIRS

STAFF SHARES AND DIVIDENDS



- Shares issued to staff (in trust) as completion of the 2021 Christmas Gift. €500/staff member in shares (around €300k in total).
- Another €500 of shares were issued to all staff as Christmas Gift in December 2022 (around €350k in total).

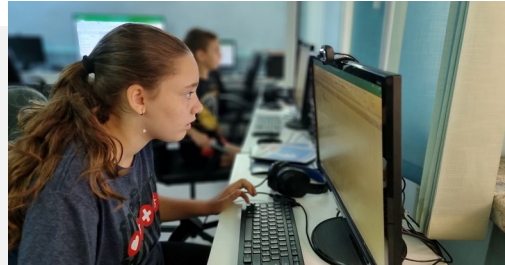
- Paid an interim dividend distribution out of the Company's profits, a total of €6m .
- Board decision for a €2m extraordinary dividend to be paid in February 2023.
- Part of payment of regular dividends each February and August going forwards, covering previous half-year performance, based on a prudent evaluation of cash position and risk profile.

ENVIRONMENTAL, SOCIAL AND GOVERNANCE

CONTRIBUTIONS IN 2022



- Continue to support KidsAcademy, for the educational charity we founded and contributed €200k in 2022.
- In 2023 we will add one or two more centers in Romania, this time in the mountain region and aimed to promote also nature preservation.



- Ongoing support for our Ukrainian staff and charities.
- Total spend to support Ukraine is now €700k at the end of 2022.
- Continue to contribute significant cash amounts every month to Ukrainian charities.

ENVIRONMENTAL, SOCIAL AND GOVERNANCE

Q4 2022 HIGHLIGHTS

Continued our journey in making the world a better place. Multiple offices had ESG activities in Q4 2022 including:

- Bucharest office joined the ***New Trees for New Life*** project
- Ski office cleaned up the areas around the local lake called Midtsjø
- Zagreb office visited “Mali zmaj” (“Little dragon”) social club and spent a day with children and youth from neglected or abandoned backgrounds



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Q&A

Thank you!

For investors related enquiries please write to investors@everymatrix.com

EveryMatrix is delivering iGaming software, solutions, content and services for casino, sports betting, payments, and affiliate/agent management to Tier 1 operators as well as to newer brands. The platform is highly modular, scalable, and compliant, allowing operators to choose the optimal EveryMatrix solution depending on their needs and existing in-house technology and capabilities.

EveryMatrix empowers clients to unleash bold ideas and deliver outstanding player experiences in regulated markets. The company has 700 employees across ten countries and serves 200 customers worldwide, including the regulated U.S. market.

EveryMatrix is a member of the World Lottery Association, European Lotteries Association, and iDEA Growth in the U.S.

Find out more at everymatrix.com